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ARB Announcements

Win at Temasek Life Science Lab, Singapore
Reinforces IBM's Leadership in Open Computing. Beat SUN, DELL, EMC......

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Business need
Temasek Life Sciences Lab (TLL) needed a high performance cluster to run Life Sciences applications that provide high quality annotation and innovative comparative gene predictions.

In addition, TLL wanted to further develop their workflow management software, BioPipe, for large-scale cluster based computational requirements as well as lighter workflows.

They also wanted to deploy complex workflow systems such as Web-based applications to deliver sophisticated data analysis to biologists. To do this, they had to establish an information portal that gave TLL staff access to the Internet, online journals and applications. Hence, a robust, scalable, high performance storage system was required to meet the projected data storage demands.

The solution
An IGS Linux cluster expert conducted a comparative architecture and benchmark study on the IBM x440 vs. the SUN v880 proving our product by far superior. This convinced the customer that the xSeries was the right choice.

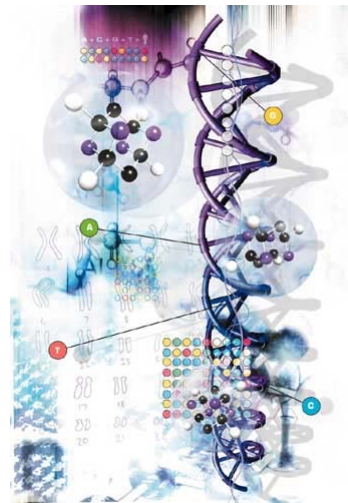We will also provide an end-to-end, open, scalable and robust storage-server infrastructure solution.

The competition
Storagetek and Hitachi offered a low-priced solution.

Another strong competitor was Sun -- they had a good, existing relationship with TLL. They had excellent coverage, acting with speed and responsiveness to TLL's needs.

But the DELL and EMC team were our toughest competitor. They offered low pricing and were in strong position to win the deal.

The open standards based IBM FAStT, attached to the xSeries and TLL's existing SUN servers, was a major deciding factor. IBM's leadership in open standards ensured that its previous investments were protected.

The result
IBM emerged the winner thanks to the great teamwork of the IBM team and business partner, Vidtools. The team engaged with the customer early and that gave us an excellent understanding of the customer requirements. This helped us come up with a superior proposal and a good pricing strategy.

Another key factor was our experience and expertise in Life Sciences solutions. By leveraging the extensive research and technology resources of IBM's Life Sciences team which comprised IBMers from global regional and country teams, we were able to address the TLL's application requirements even before they identified them. As a result, TLL was convinced IBM was the right partner to help them develop their Life Sciences solutions.

The final clincher was IBM's leadership in open computing. TLL saw the value in going with a partner who built their solutions on open standards, necessary for the integration and collaboration characteristic in research and development work.

The Winning IBM team

- Wong May Kuan, Client Rep
- Peck Hsien Chuang, SSG Sales Rep
- Edmund Tan, xSeries Sales Rep
- Benjamin Khoo, ITS
- Yeo Kee Hong, SSG Channel Rep
- Farhana Nakhooda, AP Life Sciences Solution
- Janis Landry, WW Life Sciences

Vidtools - IBM Business Partner

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About Temasek Life Sciences Lab

Temasek Life Sciences Laboratory (TLL) is a nonprofit organisation established to undertake cutting edge research in molecular biology and genetics in the broad fields of life sciences, including plant sciences. TLL is affiliated to the National University of Singapore and Nanyang Technological University. It is located within the sprawling campus of the National University of Singapore and is situated alongside other research institutes and academic departments of the university.

Temasek Life Sciences Ventures, a commercial arm of TLL, will help translate discoveries into unique platform technologies with commercial applications. TLL has an international outlook, and works with research organisations within and outside of Singapore.

Click here to view Field Guide on Open Computing

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Contributed By :

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